

SUCCESS STORY

Marlo Manufacturing Co. Inc
New Jersey Manufacturing Extension Program

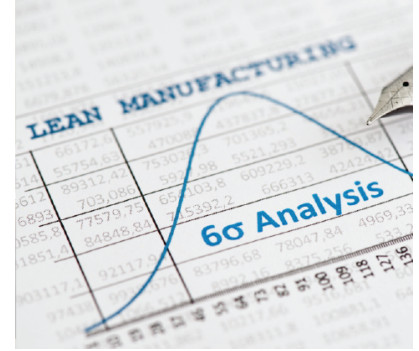
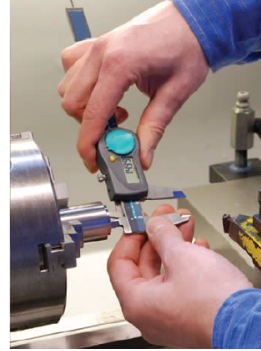
“EMI NJ/Marlo Division has been positively impacted by our longstanding relationship with NJMEP. The organization is able to regularly provide solutions to the challenges we face. Whether it’s assessing our needs, developing a strategy to address the challenges or providing resources that are able to engage our workers and communicate clearly with them, NJMEP always delivers.”

” Chris Rapciewicz, Director of Operations

Safety & Compliance Training as Part of an Improvement Plan

ABOUT. Sal Pirruccio and Dino Tommasi, after working together for many years for a major national fabricator of stainless steel equipment, joined forces and formed their own business. Marlo Manufacturing opened its doors in 1971 and in 2012 was acquired by EMI Industries, an award-winning metal and millwork manufacturer of standard and customized fixtures, displays and equipment for the restaurant, supermarket and convenience store industries. Now known as EMI NJ/Marlo Division, the company is now also part of a multi-regional strategy of five EMI divisions across the country. Marlo employs 55 individuals and has equipment that can be found in national food industry giants such as Panera Bread, Chipotle, Starbucks and Wawa. In addition, its equipment is used by the pharmaceutical sector, correctional facilities and the military.

THE CHALLENGE. When NJMEP (a NIST MEP affiliate) scheduled an appointment with Sal Pirruccio more than 10 years ago, listened to Sal describe his needs, and then explained how the organization could help. That meeting was the beginning of a long-standing relationship that helped grow the company. After a number of individual projects, NJMEP met with EMI NJ/Marlo’s Director of Operations to design a comprehensive plan to move the company forward. Marlo’s supply chain consists of many local manufacturers and fabricators and its workforce is made of both seasoned workers and young employees who are learning the various trades necessary for the manufacture of its products. Marlo’s improvement and growth initiative will have a multiplier effect— jobs for other NJ businesses and improved skill levels for its workforce



RESULTS



\$1.2M investment in equipment



Retained **6** jobs



\$240,000 in cost savings as a result of improved processes

NEXT STEPS



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MEP'S ROLE. With the assistance of NJMEP, EMI NJ/Marlo applied for and received a NJDOL training grant to fund its Lean transformation. In addition to the Lean work, EMI NJ/Marlo needed to conduct OSHA Safety & Compliance Training and update its Hazcom plan and create an Emergency Contingency Plan. NJMEP and Marlo worked together to create an effective Hazcom Program, involving management and employees when conducting a rigorous worksite analysis to identify hazards. Stringent prevention and control measures were used as well as training. NJMEP also assessed EMI NJ/Marlo's Personal Protective Equipment (PPE), prepared an Emergency Contingency Plan, and provided forklift training which resulted in Certification for the drivers that participated in the training. All employees received OSHA training as well as Lean-training specific to their job responsibilities.